



Fauji Fertilizer Company Limited

Corporate Briefing
Nine Months ended Sep 30, 2025

October 29, 2025



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- 02 • Highlights & Challenges
- 03 • Performance Review
- 04 • Group Financial Snapshot
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Economic Highlights

Economic Recovery – Gradual stabilization



Agriculture Growth

Ambitious growth target of **4.6%**
for FY'26



Wheat Support price

Price recovery in progress

Appx 2800/3000 per bag



Stable interest rates

11%

Unchanged for the last 4 consecutive
reviews



Inflation on a downward trajectory

5.6% in Sep 2025 vs
6.9% in Sep 2024 (YOY)



Fertilizer Industry – Inventory

Urea at 1,162 KT – FFC 294 KT (25%)
DAP at 380 KT – FFC 110 KT (29%)

Business Highlights & Challenges



Highlights



PAT 9M'25 ,PKR 56.7 bn vs PKR 50.6 bn LY
Stellar **Q3'25** performance



Highest ever Dividend Income, **PKR 20.9 bn**
(Total Investment Income **PKR 34.4bn**)



FFC has made tangible progress towards
Shariah compliant status



Benefit passed on to farmers - USD 325mn
Sona centers – Integrated retail solution

USD ~2.5 Bn Market Capitalization

Challenges



Rising phos acid / DAP prices in intl. market



Long market situation and higher **inventories**



Volatility in open market pricing for
key crops – **affecting offtakes**

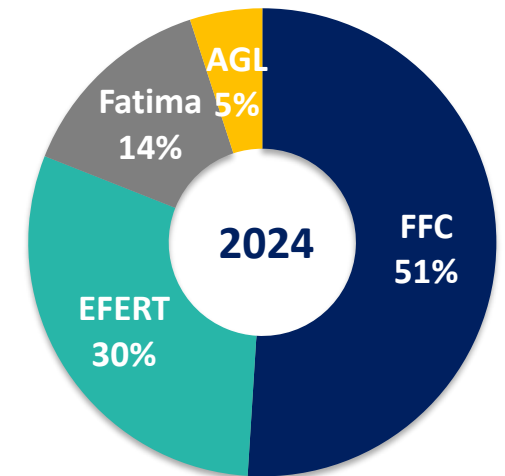
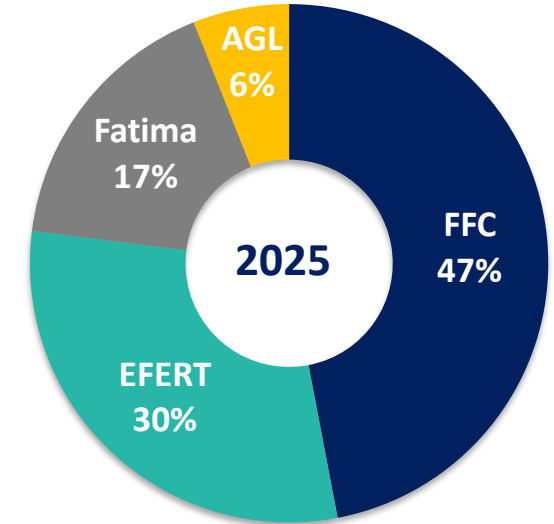
Urea Market, Contraction of 8%

Industry sales - 4,205 KT vs 4,573 KT SPLY 2024



FFC Share Declined to 47% vs 51%

Offtakes - FFC	Sep' 2025	SPLY
Sona P	1,464	1,543
Sona G	280	361
Others	211	321
Total	1,955	2,225



Production Stats



FFC: 2,207 KT (44%)
Industry: 5,007 KT

Inventory Stats



FFC: 294 KT (25%)
Industry: 1,162 KT

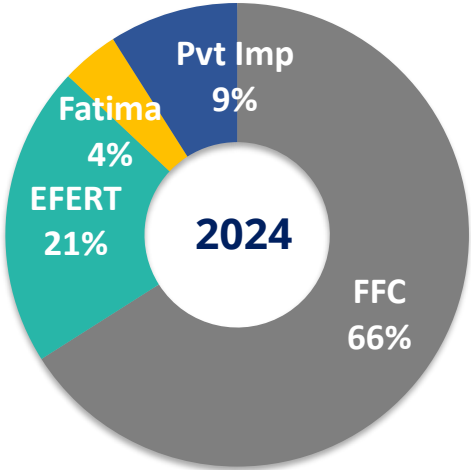
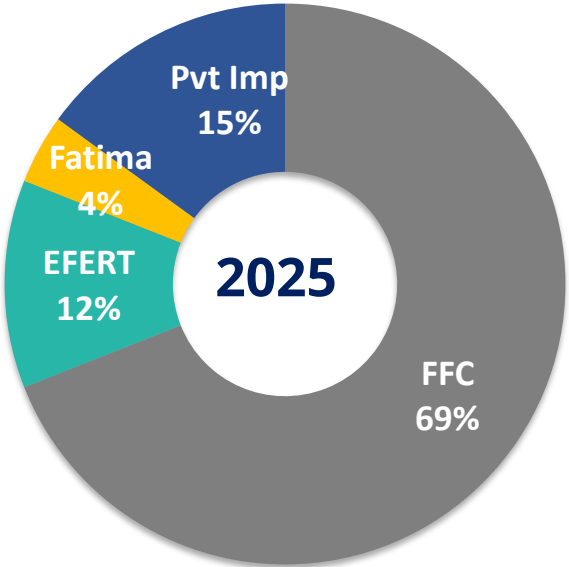
DAP Market, Contraction of 17%

Industry sales - 783 KT vs 940 KT SPLY



FFC Share Increased to 69% vs 66%

Offtakes - FFC	Sep' 2025	SPLY
Sona DAP	514	568
Imported DAP	27	81
Total	541	649



Production/Imports Stats



FFC: 622 KT (58%)
Industry: 1,064 KT

Inventory Stats



FFC: 110 KT (29%)
Industry: 380 KT



FFC Sales performance – Q3 vs Q2

Sequential improvement reflects strengthening demand

Products	Unit	Q3'2025	Q2'2025	Delta
Urea	KT	833	585	42%
DAP (incl. imports)	"	253	199	27%
Total	"	1,086	784	39%

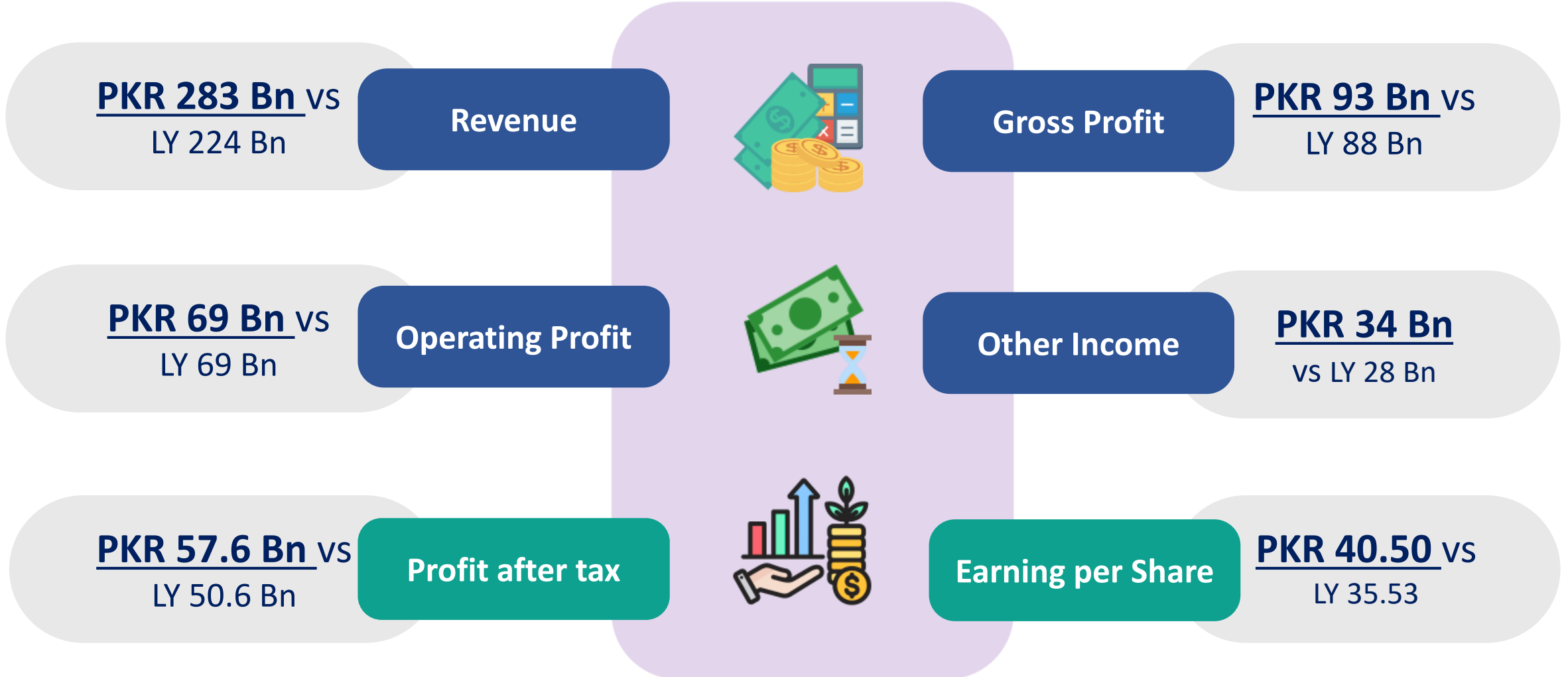


- ✓ Recovery in farmer liquidity and a positive outlook for **upcoming wheat, resulting in robust uptick in fertilizer sales**
- ✓ Flood impact **limited** versus earlier estimates – **rebound** expected
- ✓ **Sona centers** ensuring **affordable financing and product availability** (detail later)

Financial Overview Nine Months'2025



Improved financial performance



Financial Position Overview - Sep'25 vs Dec'24



PKR 133 Bn vs
132 Bn

**Equity &
Reserves**

**Stock in
trade**

PKR 60 Bn vs
24 Bn



PKR 24 Bn vs
31 Bn

**Long term
Borrowing**

**Short term
Invest.**

PKR 142 Bn vs
204 Bn

Debt to Equity



Sep'25 15% : 85%
Dec '24 : 19% : 81%

Current Ratio



Sep '25 : 1.05 Times
Dec '24 : 1.14 Times

FFC Group Financial Snapshot Sep' 25



Profit After Tax
PKR 63.04 Bn

FFC PKR 39.65 Bn
Subs/Assoc. PKR 23 Bn
(Power : 8.6 Bn , AKBL: 8.5 Bn)

SPLY PKR 63.43 Bn

Revenue
PKR 322 Bn

SPLY PKR 252 Bn

Gross Profit
PKR 108 Bn

SPLY PKR 103 Bn

Other Income
PKR 14 Bn

SPLY PKR 19 Bn

Group Assets
PKR 571 Bn

Group Equity
PKR 256 Bn

Coal to Fertilizer

Gasification evaluation



- As part of our **business sustainability strategy** and commitment to ensure food security in Pakistan, FFC is **actively exploring** to leverage the Country's **substantial coal resources for manufacturing Urea**
- Project parameters and the opportunity is being **evaluated in detail for gasification** of indigenous resource for fertilizers in consultation with project stakeholders
- We will share update **if any tangible/ material progress**

Sona Centres

A Catalyst for Farmer Empowerment & Growth



106 K
Farmers Registered



1.5 Million Acres
Land Coverage



Fertilizer Sale on MRP
Core Function

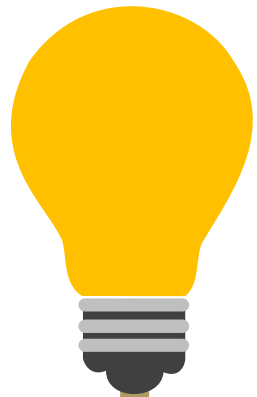


Hubs : 100 Sona Centres
Spokes : 170 (Q1'26 expected)



Sona Centre 360°

Integrated Farmer Well Being



Life insurance through State Life and Crop Insurance through Adamjee

Partnership with FMC



MoU with Punjab Seeds



Interest free clean loans for farmers

Free Seed Distribution in Flood Affected areas in collaboration with FMPAC



Health Machines Installation. Medical Tests & Online video Consultation

Sustainable Potato Farming in collaboration with FACE



AgTech Projects on more than 100,000 acres.

MoU Signed with Yara





Q&A Session